



# HOW TO BUY A HOME..



the road to  
greater **SECURITY,**  
**SAVINGS** and  
**SATISFACTION!**



## **TO OWN A HOME IS EVERY FAMILY'S DREAM..**

and Americans, who live in the  
best homes in the world, are building  
better ones at the rate of over  
a **MILLION** a year!



Buying a home is usually  
**THE MOST IMPORTANT  
INVESTMENT**

a family makes--



SO--it's important to know....



# 1st.. HOW MUCH HOUSE CAN WE AFFORD

## FAMILY BUDGET

HOUSING . . . . .	\$ _____
FOOD . . . . .	\$ _____
CLOTHING . . . . .	\$ _____
UTILITIES . . . . .	\$ _____
FUEL . . . . .	\$ _____
MEDICAL CARE . . . . .	\$ _____
LIFE INS. & SAVINGS . . . . .	\$ _____
RECREATION . . . . .	\$ _____
CAR & TRAVEL . . . . .	\$ _____
PAYMENTS . . . . .	\$ _____
TAXES . . . . .	\$ _____
OTHER . . . . .	\$ _____

### NOTE:

most families budget

**20% to 30%**

of income for housing (rent or ownership)  
 . . . includes taxes, insurance and upkeep.



**of course,**

no two families are alike.

Ability to buy a home depends on such things as

- ☐ STEADINESS of **JOB**
- ☐ AMOUNT of **SAVINGS**
- ☐ PERSONAL **DESIRES** (travel, etc.)
- ☐ NUMBER of **CHILDREN**
- ☐ **DO-IT-YOURSELF** ABILITY

**Rate YOURSELF ON THESE POINTS**

a handy rule of thumb  
often used is that a  
family may be able to spend about



## **2½ TIMES ANNUAL INCOME FOR A HOME--**

Soooo... now we have  
decided how much we can  
afford to spend ---

## **LET'S GO HOUSE HUNTING**

and get the **BEST BUY** for  
our money



# So--how about the **NEIGHBO**



## (1) Is it **NEAR** **YOUR JOB and** **YOUR FRIENDS?**

Check Here

☐ EXCELLENT

☐ GOOD

☐ FAIR

- ... by ROADS?
- ... by BUSES?
- ... by CABS?
- ... by RAILROADS?

(yet away from traffic)

## (2) Is it a **GOOD** **NEIGHBORHOOD?**

Check Here

☐ EXCELLENT

☐ GOOD

☐ FAIR

- ... QUIET? ... WELL KEPT?
- ... SAFE? ... CONGENIAL?
- ... ZONED? ... HOMEOWNERS?

Talk to some of the neighbors --  
find out what they think  
about their neighborhood

# RHOOD?

STORE



(3) Is it NEAR SHOPS,  
SCHOOLS, CHURCHES,  
HEALTH SERVICES,  
PLAYGROUNDS,  
FIRE, POLICE DEPTS.?

☐ EXCELLENT

☐ GOOD

☐ FAIR

## (4) How about UTILITIES?

The availability of all  
these services affect the  
value of your home

## IS IT A GOOD BUY?



	Yes ↓	No ↓
WATER	<input type="checkbox"/>	<input type="checkbox"/>
ELECTRICITY	<input type="checkbox"/>	<input type="checkbox"/>
GAS	<input type="checkbox"/>	<input type="checkbox"/>
TELEPHONE	<input type="checkbox"/>	<input type="checkbox"/>
SEWERS	<input type="checkbox"/>	<input type="checkbox"/>
MAIL DELIVERY	<input type="checkbox"/>	<input type="checkbox"/>
STREET LIGHTS	<input type="checkbox"/>	<input type="checkbox"/>
REFUSE COLLECTION	<input type="checkbox"/>	<input type="checkbox"/>

# then..how about the HO

## What kind of SOIL?

- ☐ DRY?
- ☐ WET?
- ☐ GOOD TOP SOIL?
- ☐ DRAINAGE?
- ☐ ROCKY?
- ☐ GOOD PLANTING?



## How

- ☐ EXCELLEN
- ☐ GOOD
- ☐ FAIR



SIDEWALKS



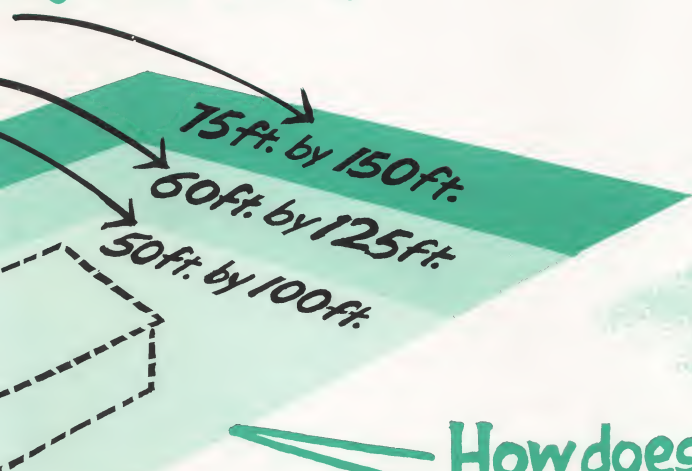
## CHECK before you buy...

- ☐ the DEED -- have your lawyer O.K. it.
- ☐ any RESTRICTIONS -- in deed, zoning, etc.?
- ☐ know your BOUNDARIES -- have survey made .
- ☐ TAXES and SPECIAL ASSESSMENTS -- what are they ?

# USE LOT?

IS IT A  
GOOD BUY?

big a YARD?



## How does the lot FIT YOUR NEEDS?

THE GRADE: . . . LEVEL? . . . ROLLING? . . . STEEP?



EXPOSURE: . . . WINDY? . . . SUN and SHADE?

☐ GOOD

☐ FAIR

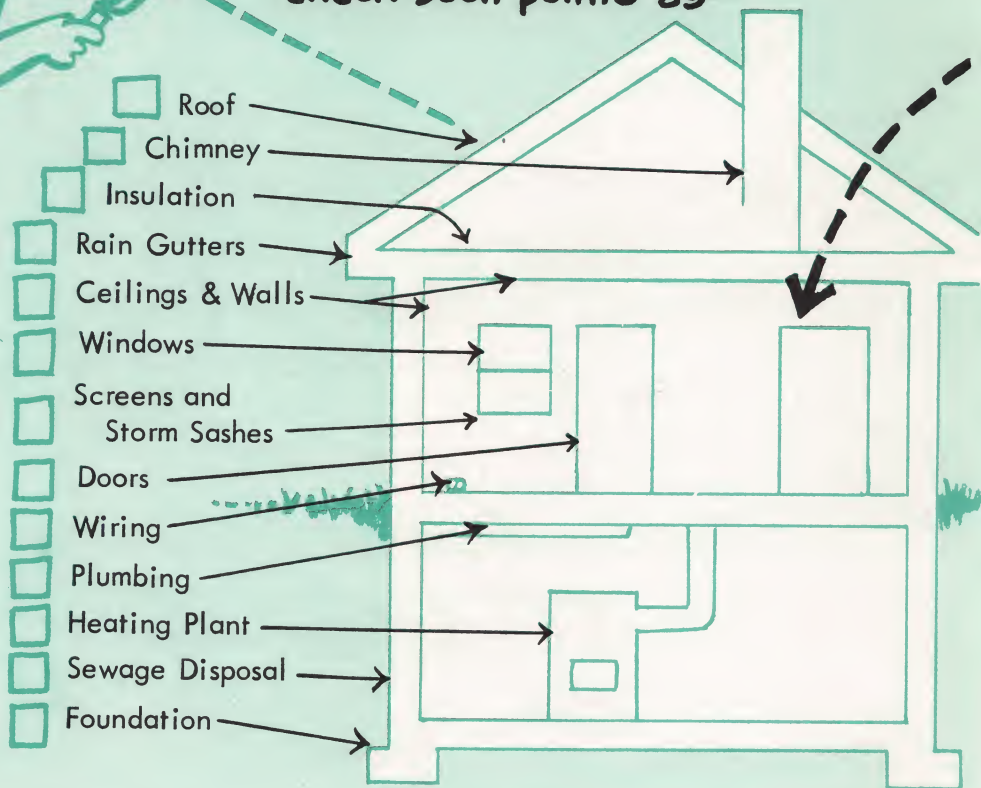
☐ EXCELLENT

The cost of the land (fully improved)  
should usually run not over  $\frac{1}{5}$  of  
your total home investment.....

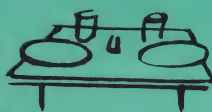


# now--how about the

Your Builder or Realtor will help you  
check such points as--



**DOES THE HOUSE  
FIT YOUR  
PRESENT  
NEEDS FOR..**



... EATING



... COOKING



... CLEANING



... RECREATION

# HOUSE itself?

-- ☐ and don't forget **CLOSETS!**  
(LINENS, CLOTHES, TOYS, TOOLS, LUGGAGE)

A home without enough storage space for the  
WHOLE family is no bargain at ANY price.

## Finally--how does it look ON THE OUTSIDE?

IS IT A  
GOOD  
BUY?



Appearance affects value.

Would this house appeal  
to other people if you  
were to sell it?



... BATHING



... SLEEPING



... STORING



... GARAGING

--PLUS  
PROBABLE  
**FUTURE**  
NEEDS?



# and finally-- how will you



## DOWN PAYMENT

from SAVINGS  
(or equivalent value  
in a house lot)

## plus MORTGAGE LOAN

(amount borrowed)  
Principal plus interest to  
be repaid monthly

...also **\$CASH** for  
preliminary costs and  
closing of sale, such as...

APPRAISAL FEES  
LEGAL -- title search  
SURVEYS -- boundaries  
INSURANCE -- share of  
TAXES -- share of

If building ...  
COST OF PLANS-- architect  
LOAN INTEREST-- to pay builder  
INSURANCE -- while building

(1) when you **APPLY** give...

AMOUNT DESIRED  
TERMS & CONDITIONS  
CREDIT DATA  
PROPERTY DESCRIPTION

(2) Lender will  
**APPRAISE** property

(3) **ASK** lender about...

TERMS -- interest rate, period  
PAYMENTS -- monthly due dates  
GRACE PERIOD or PENALTY  
OTHER COSTS -- taxes, etc.

## CLOSING THE SALE--

(paper signing day)

(a) pay the  
**DOWN  
PAYMENT**

(b) and  
**PRELIMINARY  
COSTS**

(c) get  
**LOAN  
FUNDS**

# FINANCE your home?



=  
equals

## PRICE OF HOUSE

Your Builder or Realtor may be able  
to help you finance your home.

### Consider these MONTHLY COST FACTORS--after you buy it

1 **INTEREST** and principal  
payments ..... \$ \_\_\_\_\_

2 **TAXES**--depends on tax  
rate and assessment..... \$ \_\_\_\_\_

3 **INSURANCE**--fire, etc. .... \$ \_\_\_\_\_

4 **UPKEEP**--more for older houses.... \$ \_\_\_\_\_

**TOTAL** (approx. monthly cost)..... \$ \_\_\_\_\_

(d) sign NOTE,  
MORTGAGE,  
RECEIPTS, etc.

(e) get DEED, TITLE,  
INSURANCE  
POLICY COPY

---IT'S OURS!



**AND-- before you  
SIGN UP for the...**



**MOST  
IMPORTANT  
of your  
LIFE**

**check the REPUTATION  
of the men behind the deal**

**THE  
ARCHITECT**



**THE  
BUILDER**



**THE  
REALTOR**



Take time to find out what  
other people think of them--and  
--BE SURE BEFORE YOU SIGN!



# Sooo... TO BUY YOUR OWN HOME--

you'll need to

- (a) decide **HOW MUCH** you can afford to pay
- (b) decide **WHAT KIND** of home you want
- (c) **FIND THE HOME--**to buy or build
- (d) have **CASH** (or equivalent value of lot)  
for a down payment
- (e) have **GOOD CREDIT** to borrow the  
balance on a mortgage loan
- (f) be able to make **MONTHLY PAYMENTS**  
out of income

--and then enjoy a lifetime of  
**SATISFACTION**  
as a home owner!



